



Merchandising Business System

Washington State Liquor Control Board

The Washington State Liquor Control Board received 4.8 million dollars by the 2001 Legislature and Governor to replace its antiquated Point of Sale system with a Merchandising Business System (MBS). This system is a commercially available product capable of managing and supporting the agency's \$500 million dollar a year retail business.

The MBS package will enable the LCB to link "key" business components together into a single, functionally sound, retail supply system that provides common business components found throughout today's retail industry. It will also transition the LCB from an inventory-based system to a transactional-based business model.

Merchandising Business System Benefits

- ◆ Increased system reliability and a complete, accurate, and timely picture of the LCB's retail business.
- ◆ More efficient purchase order management.
- ◆ Greater accuracy in product inventories.
- ◆ Improved customer service at the point of sale.
- ◆ Enhanced productivity.

Key Components

The complete MBS will integrate four key business functions essential to the LCB's wholesale and retail success:

- ◆ Retail Sales: Point of Sale, Returns, Scanning, Special Orders.
- ◆ Merchandising: Purchasing, Inventory Control, Product Replenishment, Product Forecasting.
- ◆ Financial: Accounts Payable/Receivable, Internal Audits, Tax Payments.
- ◆ Distribution Center: Interfacing with the Warehouse Management System regarding receiving, shipping, transfers, physical inventory, and special orders.

The MBS is expected to be fully operational by June 2003.